

Message Text

UNCLASSIFIED POSS DUPE

PAGE 01 MONROV 06871 141627Z

53

ACTION EB-11

INFO OCT-01 AF-10 ISO-00 XMB-07 EUR-25 TRSE-00 CAB-09

FAA-00 CIAE-00 INR-10 NSAE-00 RSC-01 DRC-01 /075 W

----- 003236

R 141532Z DEC 73

FM AMEMBASSY MONROVIA

TO USDOC WASHDC

INFO SECSTATE WASHDC 0435

AMCONSUL CASABLANCA

UNCLAS MONROVIA 6871

E.O. 11652: N/A

TAGS: ETRN, BEXP, LI

SUBJECT: GOL TO PURCHASE EXECUTIVE JET AIRCRAFT

REF: A. MONROVIA 5290

B. MONROVIA 6102

C. MONROVIA 6307

D. MONROVIA 6530

E. MONROVIA 6574

F. STATE 241495

CASABLANCA FOR RCAA

1. LOCKHEED REP, BEAVERS (STATE 241495) ARRIVED MONROVIA
DECEMBER 12. SINCE ACTION RESPONSIBILITY FOR PURCHASE
PRESIDENTIAL EXECUTIVE JET AIRCRAFT HAS NOW BEEN PASSED FROM
MINISTRY PRESIDENTIAL AFFAIRS TO MINISTRY FINANCE, EMBOFFS
ACCOMPANIED BEAVERS ON CALL ACTING MINFINANCE EDWIN WILLIAMS
FOLLOWING DAY. UNFORTUNATELY, REAL DECISION-MAKER ON PURCHASE
WILL BE MINFINANCE STEPHEN TOLBERT WHO NOW ON VISIT ALGERIA,
SAUDI ARABIA AND LIBYA ATTEMPTING NEGOTIATE FOR LIBERIA'S
FUEL REQUIREMENTS. MOREOVER, WILLIAMS INFORMED BEAVERS HE
PROBABLY ONE WEEK LATE SINCE DECISION ALL BUT MADE IN FAVOR
GRUMMAN GULFSTREAM II. HOWEVER, HE EXPRESSED INTEREST USED
LOCKHEED JETSTAR BEING OFFERED AT BARGAIN PRICE OF LESS THAN
\$2 MILLION, AND PROMISED PASS FORMAL OFFER ON TO PRESIDENT
UNCLASSIFIED
UNCLASSIFIED

PAGE 02 MONROV 06871 141627Z

TOLBERT. EMB NOW ATTEMPTING ARRANGE APPOINTMENT WITH MINISTER
PRESIDENTIAL AFFAIRS TOWNSEND SO THAT BEAVERS CAN PRESENT

SCALE MODEL OF JETSTAR TO HIM AS GIFT TO PRESIDENT.

2. EMBASSY UNAWARE HOW GRUMMAN NEGOTIATIONS CARRIED OUT WITH GOL. SUGGEST COMMERCE AGAIN ADVISE GRUMMAN OUR WILLINGNESS BE OF ASSISTANCE AND DESIRE BE KEPT INFORMED.

3. EMB HAS RECEIVED LETTER AND BROCHURES DESCRIBING AIRCRAFT FROM J.A. THOMSON, REGIONAL MANAGER INTERNATIONAL SALES, GENERAL AVIATION DIVISIONS OF ROCKWELL INTERNATIONAL, 5001 NORTH ROCKWELL AVENUE, BETHANY, OKLAHOMA, 73008 (TEL. 405-789-5000). COMMERCE PLEASE ADVISE THOMSON THAT BORCUHRES PASSED TO MINFINANCE STEPHEN TOLBERT DECEMBER 11 WITH PERSONAL LETTER FROM AMBASSADOR.

4. EMBASSY MOST CONCERNED OVER STATEMENT BY BEAVERS THAT LOCKHEED DID NOT LEARN OF THIS OPPORTUNITY UNTIL MID-NOVEMBER. BEAVERS WAS TRAVELLING IN WEST AFRICA DURING OCTOBER AND, HAD HE KNOWN OF MONROVIA'S 5290 OF SEPTEMBER 26, COULD HAVE EASILY STOPPED HERE TO MAKE SALES PITCH. INSTEAD, FIRST NOTICE HE HAD WAS AFTER RETURN TO U.S. EARLY NOVEMBER WHEN LOCKHEED WASHINGTON OFFICE INFORMED HIM OF MONROVIA 6102 OF NOVEMBER 7. IF BEAVERS CORRECT IN STATEMENT THAT LOCKHEED NOT PROMPTLY ADVISED THIS OPPORTUNITY IT MIGHT EXPLAIN SLUGGISHNESS OF RESPONSE OTHER SUPPLIERS. GRUMMAN DID NOT ENTER ARENA UNTIL NOVEMBER 1, LOCKHEED CABLED EMB WITH ITS OFFER NOVEMBER 20, AND FIRST EXPRESSION INTEREST BY ROCKWELL SENT EMB NOVEMBER 30. NO WORD FROM LEAR. BECAUSE OF DELAY, SALE VERY NEARLY WENT FIRST TO BRITISH (HAWKER-SIDDELEY 125) AND THEN TO FRENCH (FALCON).
MANFULL

UNCLASSIFIED

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: FUEL OIL, IMPORTS, JET AIRCRAFT, AIRCRAFT SALES, MINISTERIAL VISITS
Control Number: n/a
Copy: SINGLE
Draft Date: 14 DEC 1973
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1973MONROV06871
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: n/a
From: MONROVIA
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1973/newtext/t19731225/aaaaarvm.tel
Line Count: 91
Locator: TEXT ON-LINE
Office: ACTION EB
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators:
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: A. MONROVIA 5290
Review Action: RELEASED, APPROVED
Review Authority: elyme
Review Comment: n/a
Review Content Flags:
Review Date: 05 DEC 2001
Review Event:
Review Exemptions: n/a
Review History: RELEASED <05-Dec-2001 by williad>; APPROVED <19 FEB 2002 by elyme>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: GOL TO PURCHASE EXECUTIVE JET AIRCRAFT
TAGS: ETRN, BEXP, OVIP, BTRA, LI, (TOLBERT, STEPHEN), (BEAVERS)
To: STATE
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005